

Massachusetts Division of Insurance
Quarterly Report of Membership in Health Maintenance Organizations
as of September 30, 2003 ¹

TOTAL MEMBERSHIP BY COUNTY

HMO Members By County	Barnstable	Berkshire	Bristol	Dukes	Essex	Franklin	Hampden	Hampshire	Middlesex	Nantucket	Norfolk	Plymouth	Suffolk	Worcester	Massachusetts
	Members at End of Quarter	Members at End of Quarter	Members at End of Quarter	Members at End of Quarter	Members at End of Quarter	Members at End of Quarter	Members at End of Quarter	Members at End of Quarter	Members at End of Quarter	Members at End of Quarter	Members at End of Quarter	Members at End of Quarter	Members at End of Quarter	Members at End of Quarter	Members at End of Quarter
Aetna Health Inc.	365	78	517	0	3,469	127	1,275	399	4,565	0	1,740	760	1,460	2,096	16,851
CIGNA HealthCare of Massachusetts, Inc.	385	82	949	1	1,966	299	2,169	512	4,009	0	1,342	1,009	693	20,894	34,310
ConnectiCare of Massachusetts, Inc.	3	18	1	0	2	163	6,266	1,457	1	0	0	0	0	80	7,991
Coordinated Health Partners, Inc. ²	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0
Fallon Community Health Plan, Inc.	138	3	974	9	5,085	1,086	974	239	16,803	1	2,738	865	836	148,241	177,992
Great-West Healthcare of Massachusetts, Inc. ³	10	0	11	0	105	0	4	3	132	0	17	12	27	72	393
Harvard Pilgrim Health Care, Inc.	24,662	993	43,415	3,380	55,038	900	2,993	1,579	157,859	25	87,493	56,128	73,707	42,084	550,256
Harvard Pilgrim Health Care of New England, Inc. ⁴	48	0	79	0	1,271	7	22	18	2,270	4	192	163	69	498	4,641
Health New England, Inc.	5	9,946	1	1	0	5,934	32,379	13,961	10	0	1	1	2	339	62,580
HMO Blue ⁵	30,158	20,685	61,866	314	102,146	10,904	50,771	18,456	187,648	582	86,689	65,109	48,275	71,969	755,572
Neighborhood Health Plan, Inc.	151	432	6,218	7	21,993	162	2,515	93	17,578	0	9,238	6,946	44,711	6,203	116,247
Tufts Associated HMO, Inc. ⁶	13,039	2,526	31,285	1	70,693	5,249	20,271	8,618	163,145	5	62,988	45,948	38,188	63,290	525,246
UnitedHealthcare of New England, Inc.	934	5	20,846	8	223	0	33	10	430	2	1,109	1,655	138	1,248	26,641
Total HMO Members	69,898	34,768	166,162	3,721	261,991	24,831	119,672	45,345	554,450	619	253,547	178,596	208,106	357,014	2,278,720
2002 Massachusetts Population ⁷	228,577	133,462	543,434	15,431	735,606	71,721	459,116	153,399	1,474,160	10,416	656,486	485,747	689,925	770,321	6,427,801
Market Penetration Rate ⁸	30.58%	26.05%	30.58%	24.11%	35.62%	34.62%	26.07%	29.56%	37.61%	5.94%	38.62%	36.77%	30.16%	46.35%	35.45%

¹ Information reported by HMOs as of the end of the third quarter of 2003, based upon the Massachusetts Division of Insurance's "Guidelines for Reporting Membership & Utilization Statistics - Version 1.1" that instructs HMOs to exclude members for whom the HMO did not bear any financial risk. Some reports filed by HMOs prior to the first quarter of 1997 included members for whom the HMO did not bear any financial risk, and those reports would, therefore, not be comparable to the information shown in this table.

² Doing business as Blue CHIP/Coordinated Health Partners, Inc. The company has nonrenewed all Massachusetts-based individual and group policies, but continues to have members residing in Massachusetts covered under Rhode Island based groups. The company has signed an agreement with the Division to provide certain Massachusetts mandated benefits to Massachusetts-residing members as a substitute to maintaining an HMO license. The report will cease to reflect company members beginning with the fourth quarter 2003 report.

³ One Health Plan of Massachusetts, Inc. changed its name to Great-West Healthcare of Massachusetts, Inc. effective July 21, 2003. The carrier notified the Division on September 6, 2002 that it would discontinue marketing all group business on October 7, 2002 and begin non-renewing business as of May 1, 2003.

⁴ As of June 30, 2003, Harvard Pilgrim Health Care of New England, Inc. no longer offered group products to Massachusetts employer groups. Beginning 3rd quarter 2003, membership reported reflects Massachusetts residents covered under New Hampshire based groups.

⁵ A line of business of Blue Cross and Blue Shield of Massachusetts, Inc.

⁶ Doing business as Tufts Associated Health Plan and as Tufts Health Plan.

⁷ 2002 Population Source: Table CO-EST2002-02-25 - Massachusetts County Population Estimates and Population Change: July 1, 2001 to July 1, 2002. Source: Population Division, U.S. Census Bureau. Release Date: April 17, 2003

⁸ Total HMO members in each county divided by the 2002 population in each county.